


Attachment # 4
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August 30, 2005

VIA HAND DELIVERY

Parwez Alam, County Administrator
Board of County Commissioners
301 S. Monroe Street, 5th Floor
Tallahassee, FL 32301

Dr. Mr. Alam,

I am executive director for Vista Healthplan's ("Vista") north Florida region. This correspondence is in response to your August 24, 2005, Agenda Request concerning the Approval to Award County Employee Health Insurance Services. Unfortunately, your recommendations fail to include continued service to county employees and their dependents by Vista. We hope that the County will carefully consider some important facts before acting upon your recommendation to exclude Vista Health Plan as an approved provider for Leon County.

Vista has been working with Leon County since 1987, currently insures 214 Leon County employees and 334 dependents (548 total members), which is approximately 13% of the total covered group. Vista has a long history of service to other governmental bodies as detailed below:

<u>Entity</u>	<u>Date of Service</u>	<u>Covered Lives</u>
Federal Government	since 1986	3,865
State of Florida	since 1985	20,482
Leon County School Board	since 1987	887
School Board of Broward County	since 1985	25,518
Broward County Commissioners	since 1985	3,985
Miami-Dade Government	since 2000	5,667

Of particular note is the fact that Vista has recently renewed its four-year contract (with additional renewal options) with the State of Florida. We currently cover over 20,000 State employees and their families. Also, Vista insures the largest population of children under the State's Healthy Kid's program with just over 41,000 insured. Vista is approved by the state to offer a Medicaid product, currently with over 43,000 insured. Vista is Federally approved to offer a Medicare product with currently over 24,000 insured.

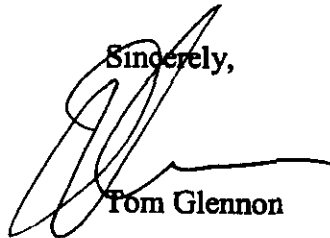
It appears that the principal reason that Vista has been excluded from your list as an approved insurer is that Vista failed to attain an A rating from A.M. Best. Vista has met every expectation with regard to its service of Leon County employees and their dependents, and is most assuredly a stable, sound and financially responsible company. I must bring to your attention the fact that Vista has revenues in excess of 1 billion dollars, and has posted a 2.6 million dollar profit

through the 2nd quarter of 2005. Based on the quarterly filing as of June 30, 2005, Vista's surplus totaled \$28,366,760, resulting in an excess surplus of \$6,434,796. Without regard to the A.M. Best rating, Vista has exceeded all financial requirements imposed on it by the State of Florida.

It has also come to our attention that the Committee engaged in negotiations with United Health Care ("United") with regard to a potential change in its rate structure. Vista was not contacted by the Committee or asked to negotiate any changes to its proposed rate structure. Notwithstanding its exclusion from these discussions, Vista is prepared to offer to the County to maintain its 2005 premium rates for 2006 if it is permitted to continue as an approved County Employee Health Insurance Service Provider.

We hope you will consider this information carefully and support Vista's continued service to the employees of Leon County and their dependents. Please feel free to contact me if you have any questions.

Sincerely,



Tom Glennon

cc: Tony Grippa
Ed DePuy, Jr.
Bill Proctor
Bob Rackleff
Jane Sauls
Cliff Thael
Dan Winchester